

Message Text

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21

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 TRSE-00 /018 W

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R 310822Z DEC 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 3712

USDOC

LIMITED OFFICIAL USE ABU DHABI 2660

USDOC FOR CAGNE

E.O. 11652: N/A

TAGS: BEXP, BTIO

SUBJ: CONSULTANT FOR JEBEL ALI PORT DEVELOPMENT

REF: ABU DHABI 2558; DEPT 302119

1. STATE REFTEL IS NON-RESPONSIVE TO INQUIRY IN ABU DHABI REFTEL.

2. IF CAGNE WILL TAKE ANOTHER LOOK AT OUR MESSAGE, IT WILL SEE THAT WE REQUESTED CAGNE TO ASCERTAIN WHETHER A.D. LITTLE HAS TURNED DOWN THIS PROPOSAL AND IF SO WHY. WE DO NOT WISH TO PROCEED IN MAKING THIS OPPORTUNITY KNOWN TO OTHER POSSIBLE U.S. CONSULTANTS UNTIL WE ARE SURE THAT A.D. LITTLE DOES NOT HAVE SOMETHING ON THE TRACKS. PLEASE GIVE US THE RESULTS OF YOUR CONTACT WITH ADL MANAGEMENT ON THIS SPECIFIC POINT.

3. WE WOULD ALSO LIKE FURTHER INFORMATION ABOUT RAYMOND INTERNATIONAL EXPRESSION OF INTEREST. IT WAS OUR IMPRESSION THAT ALTHOUGH BIG, RAYMOND IS ESSENTIALLY CONSTRUCTION CONTRACTOR. HAS CAGNE ASCERTAINED TO ITS SATISFACTION THAT IT HAS CAPABILITY TO PERFORM SERVICES DESCRIBED IN OUR TELEGRAM?

4. WE ALSO TEND TO WONDER JUST HOW INTERESTED RAYMOND IS IN THIS PROJECT. CAGNE WILL RECALL THAT SOME TIME BACK SHAIKH RASHID, RULER OF DUBAI, OFFERED PORT EXPANSION PROJECT TO US ON SILVER PLATTER. RAYMOND WAS ONE OF FIRMS THAT TURNED UP FOR INITIAL

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INQUIRIES AND RULER RESPONDED ENTHUSIASTICALLY TO THEIR EXPRESSION

OF INTEREST. THAT WAS LAST EITHER WE OR THE RULER EVER HEARD OF
RAYMOND. WE GOT WORD SUBSEQUENTLY THROUGH DOC THAT RAYMOND
WASN'T INTERESTED IN ANY PROJECT IN DUBAI BECAUSE OF THEIR ELLEGED
BELIEF THAT THINGS ARE ALL SEWN UP FOR BRITISH FIRMS IN DUBAI.
GIVEN THIS ATTITUDE SIX MONTHS AGO, WHY ARE THEY NOW INTERESTED
IN JEBEL ALI PROJECT? IN ANY CASE, RULER AND OTHERS IN DUBAI WERE
TURNED OFF BY RAYMOND'S LAST PERFORMANCE DOWN HERE, AND WE BELIEVE
IT DOUBTFUL RAYMOND WOULD BE WELL RECEIVED ON THIS NEW
PROJECT.
STERNER

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Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
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Margaret P. Grafeld
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